GOVERNMENT OF ANDHRA PRADESH
ABSTRACT

Health, Medical &Family Welfare Department-Policy for establishment of Multi/Super Speciality Hospitals at (16) Municipal Corporations in the state to enhance the availability of tertiary care facilities which are not adequately available in the state - Orders – issued.

HEALTH, MEDICAL AND FAMILY WELFARE (H2) DEPARTMENT

G.O.Ms.No.313. **Dated:22-12-2022**
Read the following:-

From VC &MD, APIIC e-file No.1518273 Dt. 02.10.2021.

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ORDER:

During the onset of the 2nd wave of the Covid-19 pandemic in the State of Andhra Pradesh, deficiency in tertiary healthcare sector was experienced in Andhra Pradesh along with the increasing burden of disease. After bifurcation of the State, most of the tertiary healthcare establishments remained in Hyderabad. It was observed that due to State lockdowns many residents of Andhra Pradesh could not travel to cities such as Hyderabad, Channia and Bangalore for tertiary healthcare services. To overcome such deficiency in healthcare, the Hon'ble Chief Minister during review meeting of the HM&FW Dept. held on 28th May 2021 decided that the State Govt. will develop 16 health hubs across the State over a period of 3 years from 2021. These health hubs would come up on 3 Acre - 5 Acre land identified by the District Collectors at the centre of the district headquarters along with the Municipal Corporations of Vijayawada, Rajahmundry and Tirupati. These health hubs would comprise of hospitals offering multi/super specialty treatment and organ transplant services. The private sector would be invited to develop these hospitals through a competitive bidding process with the following conditions: -

a) Invest at least Rs.100 crores in development of the multi/super specialty hospital
b) The proposed multi / super specialty hospital shall have minimum 100 beds
c) Minimum 50% of the bed capacity shall be reserved for the Patients enrolled under the Dr. YSR Aarogyasri Scheme

2. The identified land shall be allotted for free of cost to the private hospital developers. Further during the meeting, the HM and FW Dept. was asked to coordinate with APIIC for development of the Health Hubs.

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This is because APIIC has developed a Health City at Visakhapatnam over an area of 63.21 acres having 40 plots and having the presence of more than 30 hospitals offering treatment across the various specialty/multi-specialty.

3. After series of review meetings of the Health Dept. chaired by the Hon'ble Chief Minister, various models of engaging with the private sector were discussed and the various land parcels identified by the District Collectors / Revenue Dept. officers, were shortlisted amongst the options presented.

4. Meetings were also conducted with Niti Aayog & the Dept. of Economic Affairs, GoI to discuss the VGF scheme for healthcare. Road shows were conducted by the APIIC and the Health Dept. to envisage the interest of private sector players to participate in the scheme on 06.09.2021. Feedback received from such meetings was also apprised to the Hon'ble CM.

5. As per the report submitted by the Dr. YSR Aarogyasri Trust on the Burden of Disease in the State, a total of 6.89 lakh patients were treated for various ailments through the Aarogyasri Scheme. Out of these more than 17,800 patients were treated outside the State of AP and more than 1.45 lakh patients got treated within AP but outside their resident district.

6. Basing on the said meetings, the parameters to be mentioned in the RFP for the selection of the private sector hospital developer through a competitive bidding process were proposed to the Hon'ble CM during the meeting held on 24.09.2021. The land locations in the 13 Municipal Corporations recommended by the Collectors till then were also discussed in the meeting. After a thorough discussion of all the features of the establishment of Multi/Super Speciality Hospitals in the Municipal Corporations of the State, it was decided to float the RFP for the Municipal Corporations for which lands were immediate available, subject to the terms and conditions approved in the minutes of the meeting dated: 24.09.2021 by the Hon'ble C.M.

7. Accordingly, the RFP was released on 5.11.2021 for all the 13 locations, approved in the minutes of the meeting 24.09.2021.

8. In accordance with the decisions taken during the meeting dated 24.09.2021, a Selection Committee under the chairmanship of Principal Secretary HM&FW Dept., was constituted to make a suitable selection of Bidders through the RFP process in a fair and transparent manner vide G.O.Rt.No.630, HM&FW Dept., dated: 23.11.2021.

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9. In response to the RFP, bids were received only for Kurnool Municipal Corporation and several suggestions were received from the perspective bidders for modification in the bid document. As per the recommendations of the SLC which was constituted vide G.O.Rt.No.630, HM & FW (H2) Dept., dated:23-11-2021, Sri Mandlem Madhusudhana Reddy was awarded for the project at Kurnool Location.

10. After detailed discussions, in the meetings of the Health Department chaired by Hon'ble CM, it was decided to reduce to the duration of the performance guarantee required to be submitted by the successful bidders for a period of 2 years from the period of 12 years earlier indicated in the RFP. It was communicated vide minutes of the meeting of Hon'ble CM dt:05.01.2022. The same was approved by the Hon'ble CM. Accordingly, RFPs., were again issued for 15 municipal corporations except Kurnool on 11-01-2022, duly incorporating the changed conditions regarding performance guarantee. Bids were received for 2 locations viz., Rajamundry and Ongole.

11. As the position stood above, Government have decided that it is appropriate to formulate the Policy for establishment of Multi/Super Specialty Hospital at 16 Municipal Corporations in the State and there after proceed with actual alienation of land to APIIC and allotment of land by APIIC to successful bidder as per the policy. Accordingly, the VC & MD APIIC has furnished the draft Policy for establishment of Multi/Super Specialty Hospital at 16 Municipal Corporations in Andhra Pradesh for approval of the Government vide reference read above.

12. After careful examination of the entire matter, Government hereby approve the Policy for establishment of Multi/Super Speciality Hospital at 16 Municipal Corporations in Andhra Pradesh and the approved draft policy is appended with this order.

13. Further, the Government approve the following proposals also:

i) The list of lands identified for the purpose of establishment of Multi/Super Specialty hospitals in the 16 Municipal Corporations as mentioned in the Policy at Annexure-B shall be suitably modified depending upon the actual approvals of the land alienation to APIIC by the Government from time to time.

ii) To accord permission to the CEO., Dr.YSR AHCT to modify the master list of specialties mentioned in the Annexure – A of the policy, basing on the analysis of the case load from time to time.

iii) The exact bed strength in each of the specialties required in any Municipal Corporation shall be communicated by the Chief Executive Officer, Dr.YSR AHCT

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iv) To ratify the action taken by the VC&MD, APIIC for awarding the project at Kurnool location to Bidder Sri.Mandlem Madhusudhana Reddy, as per recommendation of the SLC.

v) The provisions of policy shall be prospectively applicable and shall be incorporated in the Bidding Documents to be issued after the issuance of Notification.

14. The Managing Director, Andhra Pradesh Medical Services & Infrastructure Development Corporation, AP, Mangalgiri/ Managing Director, APIIC, AP, Mangalagiri shall take necessary action accordingly.

15. This order issues with the concurrence of Finance(FMU-HM&FW) Dept., vide their U.O.No.FMU0PC(HMF1)/102/FMU.HM&FW/2022, Dt.01.06.2022 (Computer No:**1691762).**

(BY ORDER AND IN THE NAME OF THE GOVERNOR OF ANDHRA PRADESH)

M.T.KRISHNA BABU
PRINCIPAL SECRETARY TO GOVERNMENT

To
The Managing Director, A.P. Medical Services &
Infrastructure Development Corporation, Mangalagiri.
The Managing Director, APIIC, AP, Mangalagiri.
The Director of Medical Education, AP, Vijayawada.
The Director of Health & Family Welfare, AP, Mangalagiri.

Copy to:
The Finance (FMU-HM&FW) Department.
The District Collectors concerned.
Then General Administration (Cab.I) Department.
The PS to Hon'ble Minister(H,FW&ME).
The PS to Principal Secretary to Government.
Health, Medical &Family Welfare Department.
The file.

//FORWARDED :: BY ORDER//

SECTION OFFICER

G.O.Ms.No.313, HEALTH, MEDICAL AND FAMILY WELFARE (H.2) Department, Dated: 22-12-2022

Policy for Establishment of Multi/Super Speciality Hospitals at (16) Municipal Corporations in Andhra Pradesh.

Policy of establishment of Multi/Super Specialty Hospital at 16 Municipal Corporations in Andhra Pradesh

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1 DEFINITIONS

i. **'APIIC'** refers to Andhra Pradesh Industrial Infrastructure Corporation Limited, a wholly owned corporation of Government of Andhra Pradesh

ii. **'Bidder'** refers to any individual / Proprietorship Firm / Partnership Firm / Private Limited Company / Public Limited Company / Not-for-profit organization / Trusts / Joint Venture / Consortium that submits its bid against the tender notification

iii. **'Bids'** is the proposal document submitted by the Bidder against the tender notification issued

iv. **'Business Proposal'** is the format created in the tender document for the Bidder to mention its existing credentials and submit its offer to the Government for establishing the multi / super specialty hospital

v. **'CCLA'** is the Chief Commissioner of Land Administration, Govt. of Andhra Pradesh

vi. **'Project'** refers to the development and establishment of a Multi / Super Specialty Hospital

vii. **'Selected Bidder / Developer'** refers to the Bidder finally selected to develop the Project.

viii. **'Selection Process'** refers to the method of selection of Developer of Multi / Super Specialty through a fair and transparent bidding process

2 INTRODUCTION

2.1 Health Sector in Andhra Pradesh

Ensuring access to health facilities for each and every citizen of Andhra Pradesh is one of the key initiatives of the Government of Andhra Pradesh. The Government provides key health services such as maternal health care, child health care and family welfare services through the Dept. of Health, Medical and Family Welfare. These services are provided by 7,458 Sub-centres, 1,142 Primary Health Centres, 195 Community Health Centres, 28 Area Hospitals, 14 District Hospitals, 10 other Health facilities (3 MCHs, 4 MPLs, 2 FRUs and 1 ESI) and 12 Teaching hospitals. Apart from these, 59 Urban Family Welfare Centres, 44 Post-Partum Units, 259 e-UPHCs and 5 UHCs are facilitating health access to the people of the state.[1]

Towards achieving universal health coverage in the state, the Government has formulated the Dr. YSR Aarogyasri Scheme as a 'flagship scheme' of all health initiatives of the State government. 137 lakhs' below poverty line' population of the state is eligible for the benefits under the scheme. As per eligibility criteria issued by the Government, families with an annual income up to Rs.5 lakhs are eligible, and the Govt. will bear the entire expenditure of treatment as per the scheme guidelines. 1,577 network hospitals are empanelled, and 2,436 procedures are covered under the scheme.

2.2 Need for policy

Post the bifurcation of the state of Andhra Pradesh in 2014, most of the multi-speciality hospitals and super-speciality hospitals continue to remain established in the erstwhile state capital of Hyderabad. Rest of the hospitals are primarily concentrated in Visakhapatnam and Vijayawada, but district-wise coverage of tertiary care sector and its access is not uniform across the state leading to outflow of patients to Tier-I metropolitan cities of Hyderabad, Chennai and Bangalore leading to significant out of pocket expenditure apart from spiralling treatment costs for the citizens of Andhra Pradesh.

Hence, recognizing the necessity to increase the coverage of Tertiary Healthcare sector in the state with uniform distribution across districts so that residents of Andhra Pradesh need not travel outside the state or their district for accessing quality healthcare, it is envisaged to promote the establishment of at-least 100 bedded Multi or Super Specialty hospitals in the 16 municipal corporations of Andhra Pradesh.

3 OBJECTIVES OF THE POLICY

The objective of this policy is multi-pronged. The first objective is to increase the accessibility of tertiary health care at the doorstep of citizen in each district of Andhra Pradesh so that the patient need not travel outside their district for any short-term or chronic healthcare requirement. Further reserving minimum 50% beds under the YSR Aarogyasri scheme is to reduce the out-of-pocket expenditure of the patients travelling to far off places from their place of residence and even out of the state thereby bearing tremendous financial burden. As per the data available with the Dr. YSR Aarogyasri Healthcare Trust for an average length of stay of 14 days for an inpatient treatment the total expenditure incurred is Rs. 21,000/- if availing the treatment outside the state of Andhra Pradesh while within AP and outside of the district of residence, the total expenditure is Rs. 8,400/-.As there is gap in the availability of specialty treatment in certain districts hence the per capita healthcare expenditure gets disproportionately large in respect to the per capita income prevailing in the state. The other objectives include:

- Bridging regional gaps in healthcare
- Attainability of self-sufficiency in every district in terms of tertiary healthcare sector
- Expansion of Network Hospitals under Dr. YSR Aarogyasri Health Care trust within the state

This policy's intent is to lay down the framework for the establishment of minimum 100 bedded multi / super specialty hospital in 16 municipal corporations i.e., 13 district headquarters plus the municipal corporations of Vijayawada, Rajahmundry and Tirupati with private sector participation in a fair and transparent manner.

The Government through APIIC intends to run a competitive bidding process for the selection of a Hospital Developer who shall invest a minimum of Rs. 100 crores in the creation of multi/super specialty hospital infrastructure staffed with adequate number of resident specialist doctors wherein Govt. land which shall be provided 'free of cost' on 'as is where is' basis.

APIIC has a proven track record of successful establishment of Health City in Chinnagadili, Visakhapatnam over 63 acres of land and has attracted investments worth ₹659 crore in the project since inception. Over 31 hospitals are operating out of the Health City at Visakhapatnam serving thousands of patients.

The extent of the land to be provided shall vary between 1 acre to 5 acres of land as identified by the District Collector concerned. The allotment of land shall be done in a phase wise manner. The quantum of land to be allotted out of the land made available by the District Collectors is to ensure that the investment in the hospital infrastructure is multiple times the value of land as fixed by APIIC.

The quantum of land to be offered in each phase shall be mentioned in the bid document to be issued by APIIC. Further, the YSR Aarogyasri Healthcare Trust has provided the list of recommended specialties in a particular district and the number of beds required per specialty as mentioned in Annexure – A of this policy.

If in the first (1st) phase of the bidding, the bidders offer to provide certain set of specialties treatment which are partially convergent with the specialties recommended by the Trust in Annexure - A then depending on availability of further land, the next round of bids shall be

invited for covering the specialty treatments which have not been offered by Bidder in the preceding phase of bidding. This is towards ensuring that under the aegis of this scheme all the specialties as recommended by YSR Aarogyasri are available in the hospitals opened in a particular district.

Till the extent of the land made available by the District Collectors to APIIC is not exhausted, the bidding process shall be continued in a phase wise manner until the time, the hospitals to be opened in a particular district as part of this scheme are together offering the recommended specialties with bed capacity as prescribed by the Dr. YSR Aarogyasri Healthcare Trust.

After the 1st phase of the bidding is over then in the subsequent phases, APIIC or whom so ever may be the tendering authority shall be free to set the scoring criteria provided in the table in Paragraph No. 7 of this policy to try and ensure that all the YSR Aarogyasri Trusts' recommended specialties along with the recommended number of beds is established in a particular Municipal Corporation/ District.

The intent shall be majorly towards adjusting the criteria mentioned in point D of the table provided in para 7 i.e. 'Specialty treatment' to incentivize the Bidders for proposing specialty treatment in line with the requirements of Dr. YSR Aarogyasri Healthcare Trust and the specialties which have not been offered by the Selected Bidder in the 1st phase of bidding.

This policy provides the framework for the conduct of a transparent and competitive selection process for the identification and selection of a Developer to develop the Multi / Super Specialty Hospital in the land to be offered by the Government on 'free of cost' basis at 16 municipal corporations of Andhra Pradesh.

4 FRAMEWORK FOR CONDUCTING THE BIDDING PROCESS

Following points mention the framework for conducting the selection process for the identification of the Developer: -

1. Prime encumbrance free land parcels having an extent ranging from 1 Acre to 5 Acre with decent external infrastructure and connectivity located in the Municipal Corporation having the legal title with the Government or its Departments/Corporation shall be identified by the District Collector concerned and be put up for alienation and mutation to APIIC through CCLA as per the relevant Government procedure in effect and with the concurrence of the Principal Secretary, Dept. of Health, Family and Medical Welfare.
2. After the land parcel is alienated and mutated in favor of APIIC, the land shall be provided on 'freehold' basis through a Sale Deed to the Selected Bidder identified through a competitive bidding process who has fulfilled all the conditions precedent mentioned in the tender document for the Sale Deed to be executed in its favour.
3. The provisions of the Andhra Pradesh Industrial Development Policy 2020-23 and APIIC Land Allotment Regulations 2020 for leasehold land transfer to industrial units for 33 years shall not apply for transfer/allotment of land to the Selected Bidder/Developer who is selected for the development of multi/super specialty hospital as per the framework of bidding process outlined in this policy.
4. The APIIC shall issue the bid document offering such lands received from the Government to interested private parties/persons who have accepted and are willing to commit to fulfillment of the following stated requirements of the Government for the development of the multi / super specialty hospital:
    a. Committing an investment of minimum Rs.100 crores in the development of hospital infrastructure excluding the value of land.
    b. The proposed hospital needs to have a minimum of 100 beds for inpatient services.
    c. Operationalizing at least minimum two specialties/super specialties treatment facilities in the proposed hospital and that it shall be staffed by certain minimum number of resident specialist doctors of that specialty for providing healthcare to the patients.
    d. The timeframe for the development of the hospital and to make the complete committed investment by the Selected Bidder shall be within 24 months from the date of handover of the land parcel by APIIC to the Selected Bidder. Any extension of time request beyond 24 months by the Developer shall be at the discretion of the VC&MD, APIIC with the concurrence of the Health, Medical and Family Welfare Dept.
    e. Post construction completion of the hospital facility, it shall be part of the Dr. YSR Aarogyasri Scheme Network Hospital wherein minimum 50% of total beds capacity committed by the private player is to be compulsorily reserved for patients who shall be enrolled in the hospital as eligible beneficiaries of the YSR Aarogyasri scheme.

f. The 'Sale Deed' will be issued to the Selected Bidder / Developer on implementation of the Project subject to all the terms and conditions of the Sale Agreement provided as part of the bid documents.

g. At least 30% of the investment committed in the proposed hospital will be as an equity contribution from Bidder and balance can be sufficed through debt raised from banks/financial/lending institutions.

h. The lands offered by the Government cannot be mortgaged / hypothecated to banks / financial institutions for the purpose of raising loans/debts till the time, APIIC does not execute the Sale Deed in favor of the Selected Bidder / Developer.

i. The proposed hospital shall meet all applicable norms of the Andhra Pradesh Allopathic Private Medical Care Establishments (Registration and Regulation) Rules, 2007 published vide Notification No. G.O. Ms. No. 135, Health, Medical and Family Welfare (K2), dated 28.04.2007 and its subsequent modifications, if any.

j. One official nominated by the Government, preferably of Joint Collector or above cadre shall be nominated as a Board Member in each hospital developed under this policy framework. The Government Nominee in the Board will assist in coordination between the Government and the Hospital and safeguard the compliance in the implementation of Dr. YSR Aarogyasri Scheme.

k. The Selection Committee formed vide G.O. Rt. No. 630 dated 23.11.2021 of the Health, Medical and Family Welfare Dept. shall oversee the entire Bidding Process for recommendation of the Selected Bidders through the RFP process in a fair and transparent manner. The formation of the Selection Committee was approved in accordance with the minutes of the meeting held on 24.09.2021 under the Chairmanship of the Hon'ble CM as captured in the e-office file No. 1518273 of the APIIC. The committee comprises of the following officers of the Govt. of Andhra Pradesh:

S. No.	Designation in Govt. of Andhra Pradesh	Committee Designation
1.	Principal Secretary, HM&FW Dept.	Chairman
2.	Chairman, APMC	Member
3.	Commissioner of Family Welfare	Member
4.	CEO, YSRAHCT	Member
5.	Director of Medical Education	Member
6.	VC&MD, APIIC	Convenor & Member

The committee's decision shall be final in all aspects related to the process governing the selection of Bidder in accordance with the framework described in this policy.

l. The value of the land and the extent of land to be offered at a particular location shall be determined by APIIC. The value of the land shall be higher of the prevailing Non-Agricultural Base Rate in or Reference Market Value INR

Crore per acre as determined and informed by the respective Zonal Manager of APIIC.

m. Performance Security in the form of Performance Bank Guarantee (PBG) equivalent to the 25% of the value of land shall be obtained from the Selected Bidder before signing of the contract agreement and it shall be maintained by the Selected Bidder until the 2nd anniversary of the commencement of operation date of the Hospital to ensure that the Selected Bidder does not deviate in the operational parameters committed in the Business Proposal submitted as part of the bid. The date of commencement of operation of the hospital shall be certified by the District Collector concerned.

n. During the construction period of Hospital i.e. 2 years, the Selected Bidder shall submit Rs.10 lakhs as Earnest Money Deposit (EMD) to APIIC and if the Selected Bidder fails to implement the proposed Hospital project as per its Business Proposal within a time frame of 2 years from the date of handover of land, the site will be returned to APIIC on 'as-is where is' basis and the Bidder shall not be liable to seek any compensation from APIIC / Government in this regard.

o. The Selected Bidder on the acceptance of Letter of Award shall submit a notarized affidavit to APIIC that it shall willingly return the land to APIIC, if it is not able to construct the Hospital as per its Business Proposal specifications within 2 years from the date of handover of land. Further in such case, the Selected Bidder shall not seek any compensation in cash or kind from APIIC / Govt. of AP and absolve APIIC / Govt. of AP of any responsibility and forfeit its right to take any legal action against APIIC / Govt. of AP under any Court of law in India related to development of Multi / Super Specialty Hospital in Andhra Pradesh as part of this process. The EMD amount deposited by the Selected Bidder shall be forfeited by APIIC if the Selected Bidder fails to construct the hospital project within the timelines specified in the bid document i.e., 2 years.

p. The Sale Deed to be issued by APIIC shall be a 'Conditional Sale Deed' with a clause that it shall be valid till the time the Developer is operating and maintaining the hospital as per the commitments made by it in the Business Proposal submitted as part of its Bidding Documents. If at any time during the normal course of the operations of the Hospital, the Developer is found to be defaulting on its commitments made by it in the Business Proposal submitted as part of its Bidding Documents, then the Conditional Sale Deed shall be revoked and the entire hospital project including the land, buildings, machinery and equipment or any other movable and immovable object being utilized in the Hospital shall be auctioned and the proceeds of the auction shall be deposited with the Government of Andhra Pradesh or any of its assignees after first paying the amounts due to any creditor to the SPV/Project such as nationalized banks. This para will be applicable to the projects already bidded also to ensure the project proponent will adhere to the commitments made by it in the Business Proposal submitted as part of its Bidding Documents.

q. The following entities would be eligible to bid for the project either individually or as a Consortium:

i. Individuals
ii. Proprietorship Firm
iii. Partnership Firm
iv. Private Limited Company
v. Public Limited Company
vi. Not for Profit organizations
vii. Trusts
viii. Joint Venture
ix. Consortium

5. During the evaluation process of the Bids received against the tender notification, the Bids received shall be evaluated initially for the Bidder's Business Proposal towards meeting the following criteria:

a. At least Rs.100 crore investment in the Project.

b. Establishment of at least 100 beds in the Project. Out of the proposed number of beds, minimum 50% of the beds shall be committed for patients enrolled in the Dr. YSR Aarogyasri scheme.

c. At least 30% equity contribution from Bidder in the Project.

d. Establishment of at least 2 specialty/super-specialties in the proposed hospital.

e. Timelines committed for achieving the project completion date shall be within a period of 2 years from commencement date wherein commencement date means the date of signing of the Agreement or the date of handing over of the Project Site, whichever is later.

f. The Bidder shall have a minimum Net Worth of Indian Rupees Twenty-Five Crore (Rs. 25 crore) at the close of the preceding financial year to the financial year in which the bids have been invited. The Bidder shall provide a certificate from its Statutory Auditor/Chartered Accountant certifying the Net Worth of the Bidder. The minimum Net Worth of Rs. 25crores of the Bidder is a mandatory pre-condition for it to be declared a 'Selected Bidder' as per the process outlined in this policy.

The Bidders who satisfy the above-mentioned criteria shall be declared as the 'Qualified Bidder' and would be evaluated against the marks secured in the Business Proposal submitted by them.

6. The Business Proposal would seek the following information from the interested Bidders:

a. Brief summary on the profile of Bidder

i. Year of incorporation
ii. Promoters and shareholding
iii. Experience in healthcare sector (if any)
iv. Geographic presence (if any)
v. Details of specialist doctors on rolls of the Bidder as on Bid Submission

Date (if any)

b. Plan for execution of proposed hospital project

vi. Total bed capacity in the proposed hospital

vii. Percentage of bed capacity in the Project to be reserved for the Dr. YSR Aarogyasri Scheme

viii. Details of specialty/ super specialty treatments proposed including any organ transplant specialty

ix. Number of Specialist Doctors proposed to be employed in the Project

x. Investment committed towards proposed project

xi. Proposed Project Implementation Schedule

xii. Proposed means of finance for the hospital

7. Amongst the 'Qualified Bidders', conditional Letter of Award shall be issued to the Bidder securing the maximum marks out of 100 as per the criteria specified in the below mentioned table. The rationale for prioritizing the specialty treatment of oncology, cardiology and neurology in Section – D of the table is because the greatest number of patients requiring specialty treatment across districts were taking treatment in these specializations as per the data provided by the YSR Aarogysasri Health Care Trust.

   Further in Visakhapatnam and Vijayawada cities, there was lack of adequate facility for performance of the transplant operations and hence the special marking scheme for incentivizing Bidders who offer transplant treatment in these two cities was devised.

PARAMETERS	Total Marks - 100
A. INVESTMENT	**Max. Marks - 20**
Investment committed less than Rs.100 crore	Disqualified
Investment committed of Rs.100 crore	0 Mark
For every additional investment of Rs. 10 Crore proposed over minimum stipulated investment of Rs. 100 crore	1 Mark
B. COMMITTED BED CAPACITY	**Max. Marks - 20**
Committed Bed capacity for less than 100 beds	Disqualified
Bed capacity committed for 100 beds	0 Mark
For every 10 additional beds committed over minimum stipulated bed capacity of 100 beds	1 Mark
C. PROPOSED NO. OF DR. YSR AAROGYASRI SCHEME BEDS	**Max. Marks – 25**
For 100% of the bed capacity committed towards Dr. YSR Aarogyasri Scheme	25 marks

PARAMETERS	Total Marks - 100
For bed capacity committed equal to or more than 90% and less than 100% towards Dr. YSR Aarogyasri Scheme	20 marks
For bed capacity committed equal to or more than 80% and less than 90% towards Dr. YSR Aarogyasri Scheme	15 marks
For bed capacity committed equal to or more than 70% and less than 80% towards Dr. YSR Aarogyasri Scheme	10 marks
For bed capacity committed equal to or more than 60% and less than 70% towards Dr. YSR Aarogyasri Scheme	05 marks
For bed capacity committed equal to or more than 50% and less than 60% towards Dr. YSR Aarogyasri Scheme	2.5 marks
For bed capacity committed less than 50% towards Dr. YSR Aarogyasri Scheme	Disqualified
D. SPECIALTY TREATMENT *(The 'Selection Committee' shall be the adjudicator of classification of the proposed treatment type by the Bidder as Specialty/Super Specialty for award of marks. The decision of the Committee in this regard shall be final and will hold true for all the bidders who participate in the bidding process)*	**Max. Marks – 15**
For Visakhapatnam & Vijayawada locations For any two or more-transplant surgical specialty is committed for either kidney, liver, lung, heart or bone marrow	8 mark
For Visakhapatnam & Vijayawada locations For any one transplant surgical specialty is committed for either kidney, liver, lung, heart or bone marrow	5 mark
For Oncology related specialties/Super specialties	4 mark
For Cardiology related specialties/Super specialties	4 mark
For Neurology related specialties/Super specialties	3 mark
For any other Super Specialty other than in Oncology/Cardiology/Neurology	2 mark
For any other Specialty other than in Oncology/Cardiology/Neurology	1 mark

PARAMETERS	Total Marks - 100
E. NO OF SPECIALIST DOCTORS PROPOSED TO BE PERMANENTLY STATIONED IN THE HOSPITAL	Max. Marks – 20
No. of beds per specialist doctor is equal to or less than 10	20 marks
No. of beds per specialist doctor is equal to or less than 11 and more than 10	15 marks
No. of beds per specialist doctor is equal to or less than 12 and more than 11	10 marks
No. of beds per specialist doctor is equal to or less than 13 and more than 12	5 marks
No. of beds per specialist doctor is equal to or less than 14 and more than 13	2.5 marks
No. of beds per specialist doctor is more than 14	Disqualified

8. The issue of the bid document under this policy does not imply that APIIC is bound to select a Bidder or to appoint the Selected Bidder, as the case may be, for the Hospital Project and APIIC reserves the right to reject all or any of the Bidders or Bids without assigning any reason whatsoever.

9. On the issuance of Letter of Award by APIIC, the Selected Bidder shall be required to submit a Detailed Project Report regarding the proposed hospital with the APIIC in accordance with its Business Proposal submitted along with the Bid. The DPR shall cover details including, but not limited to, detailed layout plan, building plans, elevation plans, construction schedule, cost estimates, no. of specialist doctors to be stationed, bed capacity, etc. APIIC shall reserve the right to solicit any clarifications/ modifications to the DPR and suggest modifications to the technical and architectural specifications of the Project which may result in a change in the Project Cost up to a maximum of 5% (five percent) as compared to the one estimated in the DPR. APIIC shall examine the DPR in order to verify whether the DPR adheres to the general guidelines (as specified in the bid document) for development of the Project and specific approval for the layout plan and designs that need to be obtained from the concerned authorities.

10. The Government at its discretion can modify this Policy at any given time.

11. The master list of specialties recommended by the CEO, Dr. YSR Aarogyasri Healthcare Trust for each of the 13 districts is provided in Annexure – A of this policy.

12. The land parcels identified by the District Collectors of the 13 districts of Andhra Pradesh for the establishment of multi / super specialty hospital and which are to be alienated and mutated in favor of APIIC is provided in Annexure – B of this policy.

M.T. KRISHNA BABU
PRINCIPAL SECRETARY TO GOVERNMENT

ANNEXURE – A: DISTRICT WISE MASTER LIST OF SPECIALTIES RECOMMENDED BY CEO, DR. YSR AAROGYSARI HEALTHCARE TRUST

S.NO.	DISTRICT	MUNICIPAL CORPORATION	WINGS	RECOMMENDED SPECIALTIES	Avg. No. of beds required
1.	ANANTAPUR	ANANTAPUR	4 Wings	Oncology, Neuro, Cardiac& Nephro Care	• Cardiac – 17 • Nephro Care – 16 • Oncology – 111 **TOTAL - 144**
2.	EAST GODAVARI	KAKINADA	3 Wings	Oncology, Neuro & Cardiac	• Cardiac – 15 • Neuro – 4 • Oncology – 133
3.		RAJAHMUNDRY			**TOTAL - 152**
4.	GUNTUR	GUNTUR	3 Wings	Oncology, Neuro & Cardiac	• Cardiac – 35 • Neuro – 12 • Oncology – 55 **TOTAL - 102**
5.	KRISHNA	VIJAYAWADA	3 Wings	Oncology, Neuro & Cardiac	• Cardiac – 18 • Neuro – 7 • Oncology – 133
6.		MACHILIPATNAM			**TOTAL - 158**
7.	KURNOOL	KURNOOL	3 Wings	Oncology, Neuro &Trauma Care	• Neuro – 2 • Oncology – 23 • Trauma - 16 **TOTAL - 41**
8.	NELLORE	NELLORE	3 Wings	Oncology, Nephro Care & Trauma Care	• Nephro Care – 8 • Oncology – 52 • Trauma –12 **TOTAL - 72**

S.NO.	DISTRICT	MUNICIPAL CORPORATION	WINGS	RECOMMENDED SPECIALTIES	Avg. No. of beds required
9.	PRAKASAM	ONGOLE	5 Wings	Oncology, Neuro, Cardiac, Pediatric & Nephro Care	• Cardiac – 61 • Nephro care – 46 • Neuro – 20 • Oncology – 135 • Pediatric Care - 2 **TOTAL - 264**
10.	SRIKAKULAM	SRIKAKULAM	5 Wings	Oncology, Neuro, Cardiac, Trauma & Nephro Care	• Cardiac – 16 • Nephro care – 16 • Neuro – 09 • Oncology – 145 • Trauma - 11 **TOTAL - 197**
11.	VIZAG	VIZAG	1 Wing	Maternal & Child Care	Maternal & Child Care - 38
12.	VIZIANAGARAM	VIZIANAGARAM	4 Wings	Oncology, Neuro, Cardiac & Nephro Care	• Cardiac – 23 • Nephro care – 27 • Neuro – 14 • Oncology – 145 **TOTAL - 209**
13.	WEST GODAVARI	ELURU	4 Wings	Oncology, Neuro, Cardiac & Nephro Care	• Cardiac – 73 • Nephro care – 45 • Neuro – 19 • Oncology – 179 **TOTAL - 316**
14.	YSR KADAPA	KADAPA	5 Wings	Oncology, Neuro, Cardiac, Pediatric & Nephro Care	• Cardiac – 59 • Nephro care – 56 • Neuro – 17 • Oncology – 138 • Pediatric Care – 4

S.NO.	DISTRICT	MUNICIPAL CORPORATION	WINGS	RECOMMENDED SPECIALTIES	Avg. No. of beds required
					TOTAL - 274
15.	CHITTOOR	CHITTOOR	3Wings	Oncology, Neuro & Cardiac	• Cardiac – 5 • Neuro – 2 • Oncology – 26
16.		TIRUPATI			**TOTAL - 33**
	GRAND TOTAL				**2,000**

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1 ANNEXURE – B: DETAILS OF LANDS IDENTIFIED FOR THE ESTABLISHMENT OF MULTI/SUPER SPECIALTY HOSPITALS

S No	Municipal Corporation	Site	Land extent identified to transfer to APIIC (in Acres)	Non-Agricultural Base Rate (INR Cr / Acre)	Reference Mkt. Value (INR Cr / Acre)	Dept. having land possession
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1	Vizag	Chinnagadili	5.00	14.52	29.04 (ZM Report)	Animal Husbandry Dept.
2	E. Godavari	Suryaraopeta	5.00	8.23	12.00 (ZM Report)	Govt. Polytechnic College
3	Vijayawada	Gunadala	5.00	7.26	15.00 (ZM Report)	Municipal Corp.
4	Guntur	Bongara beedu T.S.No.712	6.15	15.49	17.00 (ZM Report)	Labour Dept.
5	Tirupati	Avilala	13.87	5.32	10.00 (ZM Report)	TUDA
6	Chittoor	Thimmasamundram	5.00	1.31	0.35 (ZM Report)	Gram Panchayat
7	Kadapa	Chinnamachupalli	3.00	1.21	6.00 (ZM Report)	Housing Dept.
8	Nellore	Nellore Bit-I	4.00	1.50	1.50 (ZM Report)	Irrigation Dept.
9	Anantapur	Anantapur-Village	4.00	13.55	20.00 (ZM Report)	Sericulture Dept
10	Prakasam	Mukhtinuthalapadu	3.00	3.87	11.62 (Collector Report)	Technical Education Dept.
11	Srikakulam	Siddipeta	4.66	2.42	1.50 (ZM Report)	Village Site
12	Vizianagaram	Santhapeta T.S.No.145	4.50	18.39	25.00 (ZM Report)	Abandoned Tank Poramboke
13	Krishna	Machilipatnam	1.00	1.45	1.45 (ZM Report)	Revenue Dept.
14	Rajahmundry	Dowleswaram	2.00	2.00	15.00 (ZM Report)	Revenue Dept
15	Kurnool	Kalluru	5.00	4.84	10.00	Women & Child welfare
16	Eluru	Saniverapupeta	5.00	4.84	1.00	Medical Dept.

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